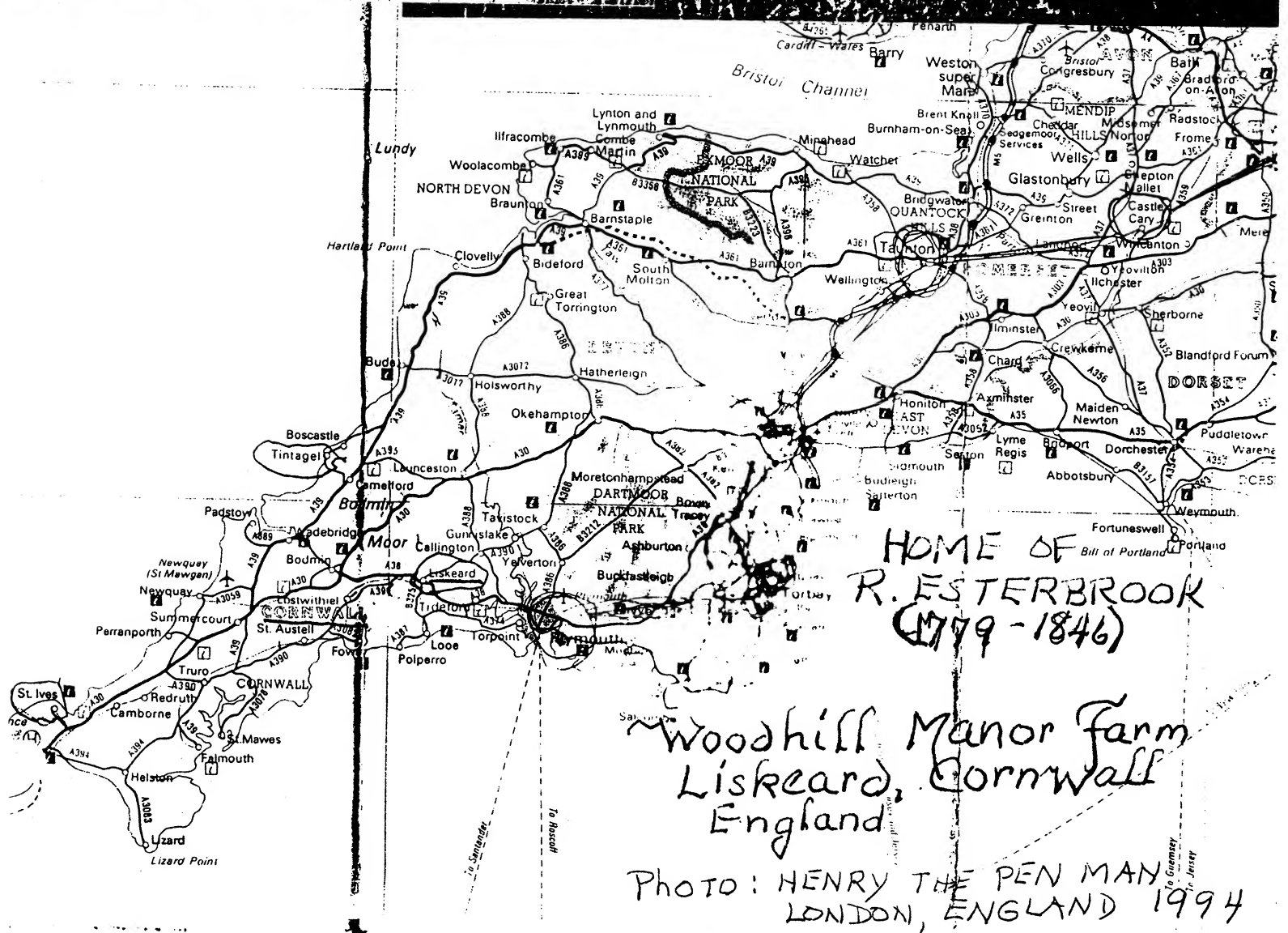


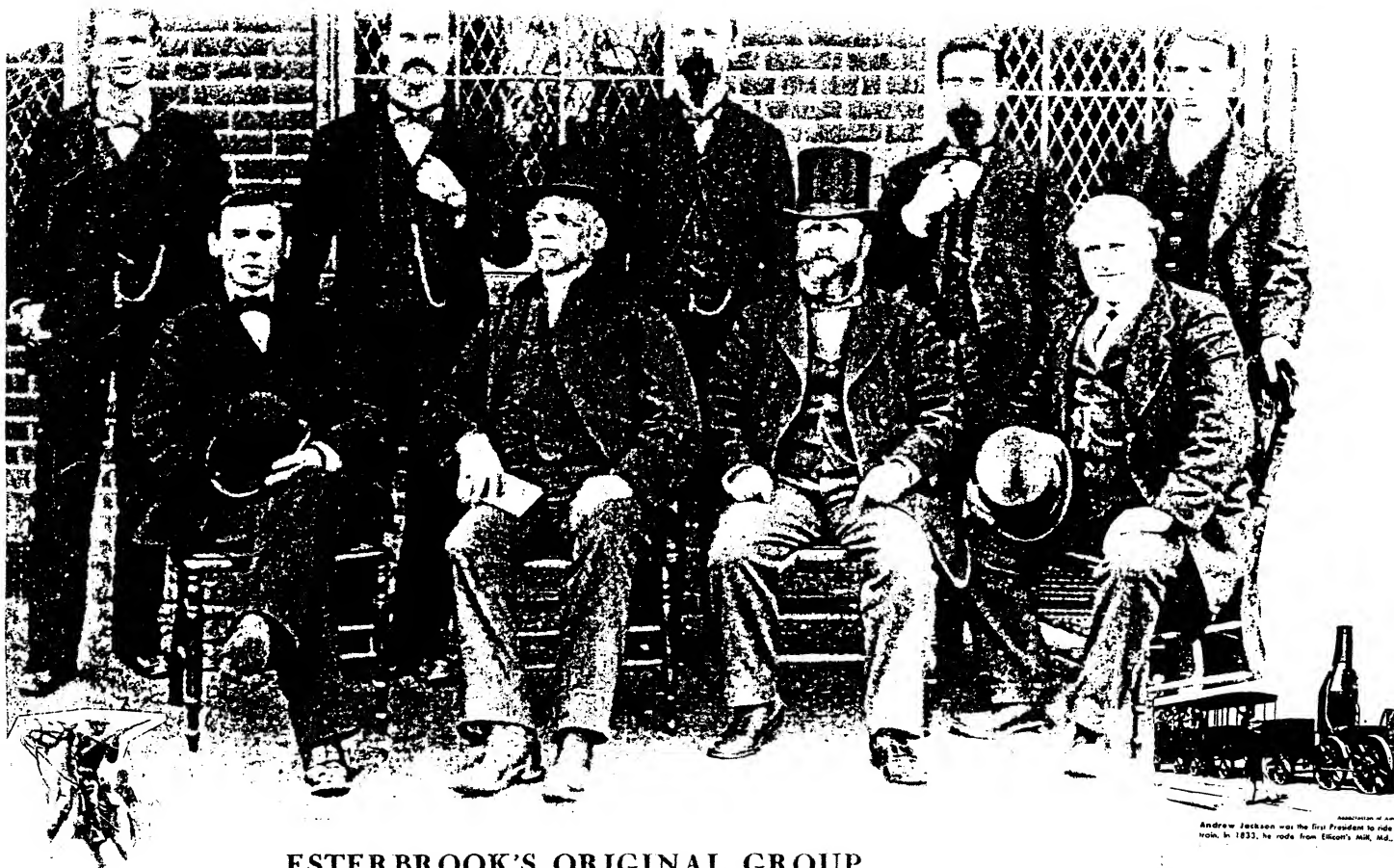
FAMILY ORIENTED

ILLUSTRATED HISTORY

ESTERBROOK PEN CO.

1858 -- 1971





Association of men  
Andrew Jackson was the first President to ride  
in 1823, he rode from Elberton's mill, Md.

### ESTERBROOK'S ORIGINAL GROUP,

Standing, left to right, C. Howard Hunt, William Haden, E. right, Alexander C. Wood, Richard Esterbrook, William Har-  
Walter Giles, Charles Bowden, Harry C. Sharp. Seated, left to acre, Richard Esterbrook, Jr.

Richard Esterbrook employed a representative of each of the skilled crafts involved in steel nib making in England - presumably from the John Mitchell Works - and brought them to this country in order to get started. The skills were: Blanking, Raising, Slitting, Piercing and Finishing as I recall, although Heat Treating or Hardening and Tempering was also a critical operation.

No. 3R6280 "Bank" (No. 14), bronze finish, me-  
dium point, an excellent  
and popular  
pen for busi-  
ness use. Per 1/2 gross 14c



abc

**ESTERBROOK, RICHARD** (Feb. 21, 1813-  
Oct. 11, 1895), manufacturer, was born in Lis-  
keard, county of Cornwall, England

His father launched him in a business career by purchasing a shop in Liskeard where young Richard established a stationery business. The enterprise prospered, and he invested his profits in the local tin-mining industry, which, in turn, in the course of a few years yielded him a considerable fortune. He thereupon gave up the stationery business, purchased a home and two farms in the neighborhood of Liskeard, and for upwards of twenty years lived the life of a gentleman farmer. Meanwhile his son, Richard Esterbrook third, had emigrated to Canada and with an uncle begun the manufacture of steel pens.

In his organization, Esterbrook made the wise selection of his own son for general sales manager, and the latter by his genial personality and extraordinary salesmanship succeeded in establishing with the trade a wide distribution of the pens.

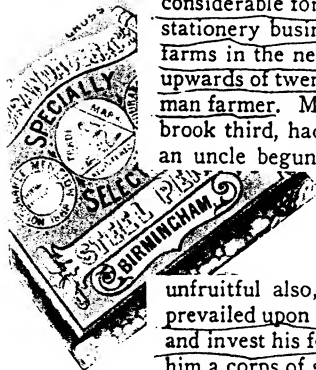
He had the faculty in the selection of his employees that resulted in the creation of an organization in which each individual felt himself part of a large family gathered under one roof. Like all of his ancestors, Esterbrook was an orthodox Friend and was a minister of that society both in Philadelphia and Camden.

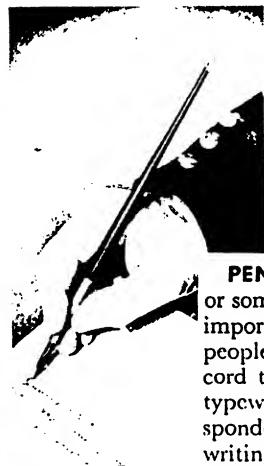
the Esterbrook factory has continued to grow ever since and is to-day (1930) the largest and most modern establishment in the United States for the manufacture of steel pens.



Their efforts there were unfruitful also, and in 1858 young Esterbrook prevailed upon his father to come to Philadelphia and invest his fortune with them. Bringing with him a corps of skilled workmen whom he had selected in Birmingham, Esterbrook successfully organized the pen company

"15 people on the first payroll"



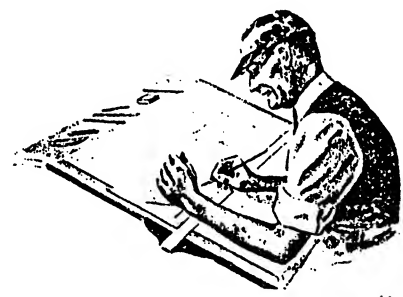


Press Syndicate

**PEN** is an instrument used to write or draw with ink or some other fluid. It is one of man's oldest and most important communication tools. Throughout history people have used pens to carry on business and to record their ideas and the events of their time. Today typewriters have replaced pens for most business correspondence, but pens are still widely used for personal writing and for signing business correspondence. In the United States alone, about 1 1/4 billion pens are sold every year.

**Pens of Long Ago.** The quill pen, left, dates from the period of the American Revolution. The steel pen, above, was used by General Ulysses S. Grant to sign the treaty ending the Civil War.

# HELD IN TRUST



... quality comes first. It was the determination of this pioneer pen maker that quality should never be sacrificed for quantity or profits.



AND HE LEFT THIS QUALITY OF INTENT AS A LEGACY OF INTEGRITY.

" a small drop of ink falling like dew upon a thought produces that which makes thousands, perhaps millions, think."

**BYRON**



# HAPPY BIRTHDAY!

July 1, Rena McCready, Ruth Wetherrill; 2, Harold Bell, Stanley Hart, Helen Stavola, Alice Paul, Eleanor Wilson; 3, Sallie Turner; 4, Ray Howard; 7, Ruby Schmincke; 8, Theresa Arsenault, Anna Immendorf, Joe Knight, Es-a Xiques, Edwin Wilson; 9, Jane Arnold, George Storey; 10, Violet Dillon, Emily Klemmeck, Lillian Thomas, John Bonno, Edward Davis; 11, Laura Castor, Ann Staehle, Dan Rosborough.

July 12, Bertha Inhetveen, Anna Matishen, Virginia Neff; 13, Russell Mattson, Mamie Williams; 14, Eugene Johnson; 16, Ruth Kille; 17, Louisa McCrea, Bertha Burr, William Klein, Dolores Reckard; 18, Maggie Koehl, Helen Bay; 19, Betty Wizst, Matthew Valente, Lillian Allen; 20, Laura Firth; 21, Kathryn Galbraith, Loretta Leafey, Doris Watson, Frank Idell, Sr.

July 22, Ruth McCart, Mary McLeester, Anna Poulk, Pete Kane, Pete Platt, Robert Needham; 23, Mary Vance; 24, Florence Wallace, Anne Watson; 25, Russell Scott, Charles Heyworth; 26, James Baxter, Frank Idell, Jr.; 27, Alfred Ernst, William Reynolds, Frank Summers, Mildred Turnock; 28, John Danley, Roy Wood, Ted Scott; 29, Ida Regruto, Edith Rudinoff, Harry Weintz, Jr., Walter Padgett, Clarence Keil, Joe McAllister, Lloyd Mullin; 30, Calvin Bayard; 31, Angelini Reckard.

Esterbrook's chief industrial engineer, Charles E. Dinsmoor, was the author of a double-page, illustrated article describing our "pay books" which appeared in the May issue of "Factory—Management and Maintenance." The article was titled "Pay Book Shows How Wages Are Figured."

Describing our system of earnings record books, the article explained how Esterbrook workers can keep accurate account of the computation of their earnings.

Weigh and Box was awarded the G House-Keeping Banner in April.

Some departments which have captured the House-Keeping Banner in the past now are found near the bottom of the ratings. Perhaps this is partly attributed to the fact that house-keeping throughout the two buildings has been consistently improving, and ratings have come so close that a few points difference can put a department many places lower on the list. Remember that good housekeepers are safe workers!



## SAFETY ITEMS

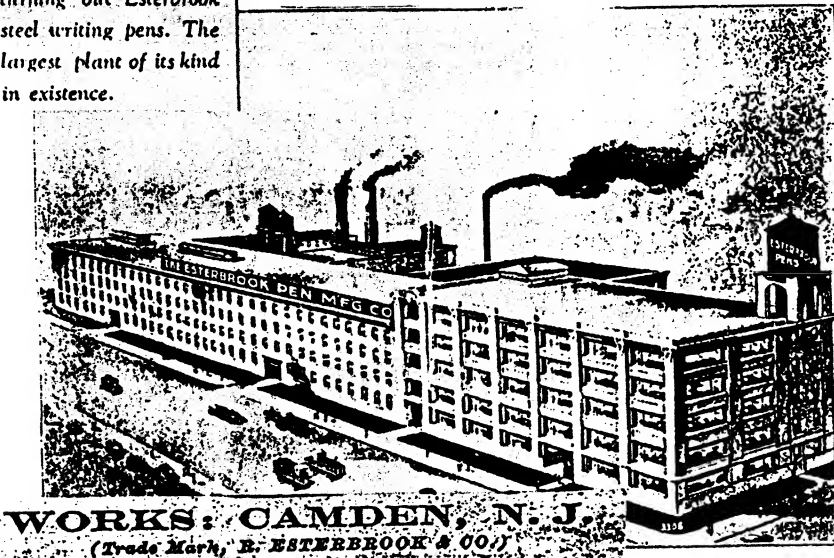
Smoking in our building must be restricted to certain posted areas, according to stringent safety rules set up by the Department of Labor.

Notices throughout the building inform employees where safety rules permit smoking. Employees who disregard these notices and smoke in prohibited areas (such as lighting cigars or pipes while coming down the tower, in the old Receiving Department or in restricted wash rooms) are violating safety laws and are subject to a fine and dismissal.

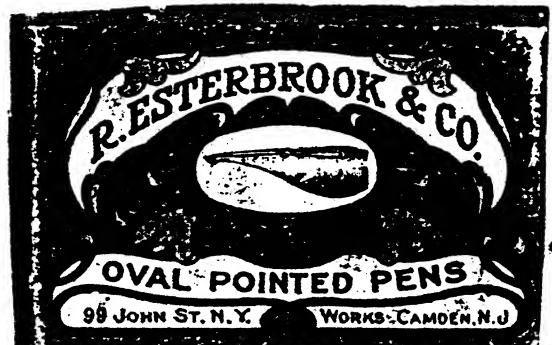
## INTERIOR, PEN MANUFACTORY ESTERBROOK STEEL PEN MANUFACTURING COMPANY CAMDEN, N. J.

Here is a view of the factory where 325 employees are kept busy turning out Esterbrook steel writing pens. The largest plant of its kind in existence.

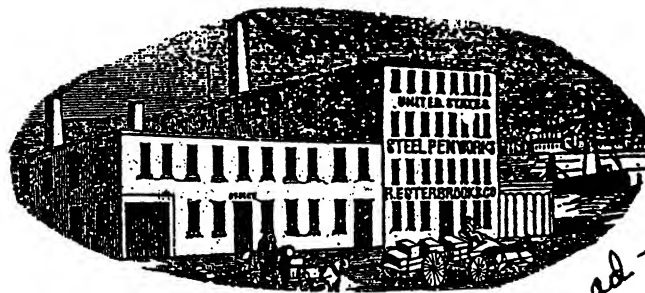
Today the big, modern Esterbrook factory on Cooper Street, in Camden, N. J., employs 350 persons and the product of which they are proud finds its way into the castles of royalty, the mightiest business houses of the world and the humblest home.



WORKS: CAMDEN, N. J.  
(Trade Mark, R. ESTERBROOK & CO.)



Benjamin Daydale, a civil engineer,  
 James Haigh, about 1830 established a  
 factory on the present site of Esterbrook  
 Pen Factory (Front Ave. Cooper St). In 1834  
 it was operated by Ebenezer Leitch. The  
 site later was used by Joe Meyers for a  
 livery stable. In 1845 a plot of this  
 ground 80 x 90 was purchased of Wm. D. Cooper  
 by the Camden Water Works Co for \$100  
 The water works was operated until 1854  
 when the site at Onomia was bought and  
 the water works removed to the later point.

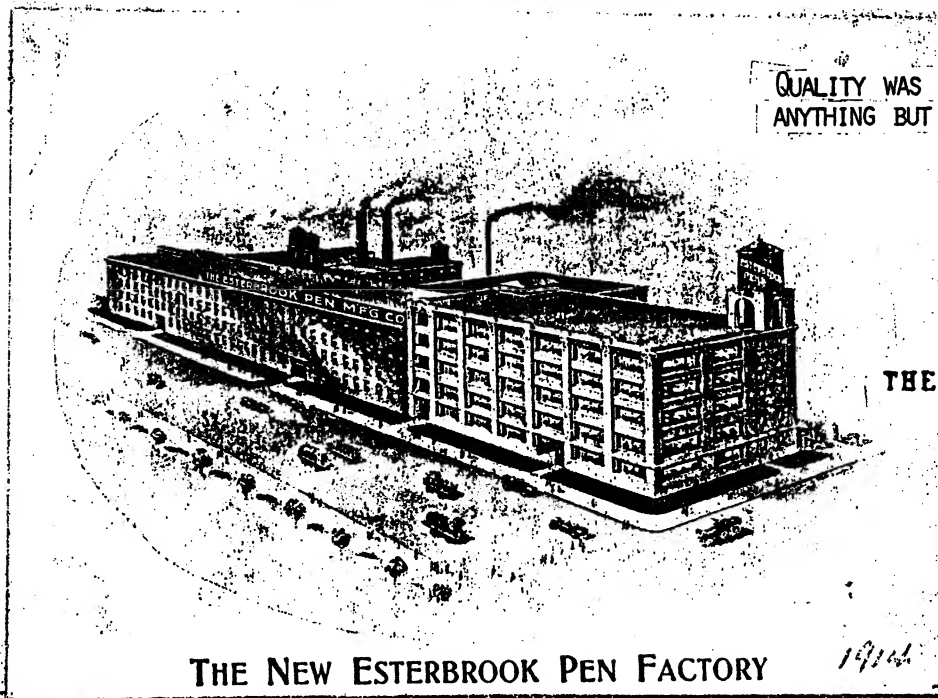


*Early ad - 1872*

The building at west end (one  
 with signs on sides) was erected by  
 Robert Cole for Esterbrook Pen Mfg Co in  
 1887-8.

THE FOUNDER OF THE PEN-MAKING INDUSTRY IN AMERICA, CAME  
 TO THIS COUNTRY WITH A LITTLE BAND OF MASTER WORKMEN TO ESTABLISH THE TINY SHOP THAT WAS  
 THE START OF THE GREAT PLANT

THE SELECTION OF THE STEEL USED IN MAKING ESTERBROOK PENS IS MADE WITH THE GREATEST  
 CARE AND EVERY BIT OF THE METAL IS TESTED WITH PATIENCE AND EXACTING SCIENTIFIC CAUTION.  
 IT IS THE BEST STEEL THE MARKET AFFORDS. IT IS AS FINE AS THAT USED IN WATCH SPRINGS.



QUALITY WAS HIS THOUGHT. HE WOULD NOT ACCEPT  
 ANYTHING BUT THE BEST IN MATERIAL — OR WORKMANSHIP.

**TRADE-MARK.**

REGISTERED  
 THE ESTERBROOK STEEL PEN MFG. CO.  
 METALLIC PENS



ESTERBROOK PENS ARE KNOWN THE WORLD OVER FOR THEIR EASY, SMOOTH WRITING QUALITIES.  
 THEY HAVE EARNED THEIR FINE REPUTATION THROUGH THEIR UNIFORMITY, THEIR LONG WEAR AND THEIR  
 RESISTANCE TO CORROSION FROM THE ACID USED IN ALL WRITING INKS.

THIS LEGACY HAS BEEN ZEALOUSLY GUARDED AND MAINTAINED BY HIS SUCCESSORS UNTIL THE  
 BUSINESS HAS GROWN TO BE INTERNATIONAL IN SCOPE AND ESTERBROOK PENS ARE RECOGNIZED IN ALL  
 COUNTRIES OF THE WORLD AS THE STANDARD

THE ESTERBROOK FACTORIES IN CAMDEN, NEW JERSEY, ARE THE LARGEST AND MOST MODERN PEN  
 FACTORIES IN AMERICA, AS WELL AS THE OLDEST. MORE PENS ARE PRODUCED IN THEM THAN IN ALL  
 THE OTHER PEN FACTORIES IN AMERICA COMBINED.

*From illustrated catalogue - 1926*



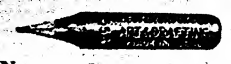
There were some interesting characters who worked for the company at various times. I don't remember Mr. Charley Bowden personally, In any event, he was paymaster after the turn of the century, and perhaps before, and as such had a factory office on the first floor. Camden in those days was something of a Gretna Green, and a lot of young couples took the ferry from Philadelphia in search of a Justice of the Peace or Minister. Mr. Bowden, who lived a short distance away, had an agreement with some of the hack drivers so that they would dispatch a messenger on foot to the factory from the ferry landing and notify him that they had a customer. While he hustled home and slipped into a frock coat, they would drive their young clients to his home in a roundabout way, and would ultimately deliver them for the ceremony. Afterwards, he would change back into work attire, and head back down the street to the plant. I remember pictures of him, a tall fine looking man with a very long white beard.

**Trade-Mark 291,906**

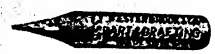
**Esterbrook**  
**RELIEF**

**MAPPING AND SUPER-FINE DRAWING PENS**

For map making. Used by cartographers for hair-line drawing.



No. 354 MAPPING PEN, super-fine, super-flexible      Each .05 cts.



No. 355 DRAWING PEN, super-fine, super-flexible      Each .05 cts.



**UNITED STATES PATENT OFFICE**



**WORKS: CAMDEN, N. J.**  
*(Trade Mark, E. ESTERBROOK & CO.)*

Then there was Harry Weintz who retired after fifty five years of service shortly after I began with the company. Harry was foreman and toolmaker for the Piercing Department. He made all of the tools with which nibs were pierced, some star shaped, some as crescents, oblongs, ovals or simple circles. He had been trained by his uncle and as was typical of the industry in the nineteenth century, would train only another family member in his art. His picture, framed in a large circle of the various nibs for which he had produced the tooling, hung in our reception area for many years.

*Text by Philip E. Scott, Jr.*



No. 3R8282 "Short Nib"  
 No. 161 F, bronze finish, me-  
 dium fine stub. Very popu-  
 lar. Per X gross.....16c

Elaine Thomas and John Holl-  
 were married the first of May  
 Methodist Church at Bingham-  
 York. The girls presented  
 handsome automatic too-

No. 351 LITHOGRAPHIC PEN

THE ESTERBROOK

Published on the 25th of each month by,  
 and in the interest of, the employees of  
 The Esterbrook Pen Co., Camden, N. J.

" a small drop of ink falling like dew  
 upon a thought produces that which makes  
 thousands, perhaps millions, think."

# Penscript

"216,000,000 pens a year shipped  
 to every country in the world."

## Orchid Corsage Surprise

The two beautiful orchids Lillian New-  
 ton wore at the 25-Year Club Banquet  
 were a big surprise to her. She'd or-  
 dered tearoses from the florist.

Peggy Eaton, our switchboard oper-  
 ator, was all set for Lillian's call when  
 she asked to be connected with a Cam-  
 den florist. Peggy, who was given in-  
 structions beforehand, connected her  
 with "florist" Florence Juhlmann, of the  
 Export Department.

Florence did a lot of quick thinking  
 to supply Lillian with information about  
 flowers she had in the greenhouse and  
 their prices. She took Lillian's order  
 for tearoses and promised to "do them  
 up nice."

A few hours before the banquet, a  
 box from the florist was delivered to  
 Lillian's office. Opening it, she found  
 the orchids--sent with the compliments  
 of her associates in the Personnel De-  
 partment.

Personal  
 Family Values;  
**CARING**  
**DISCIPLINE**  
**RESPONSIBILITY**  
 EXTENDED  
 TO WORK-  
 PLACE.

## SOFTBALL TEAM TROUNCES CAMDEN POLICE IN OPENER

With no organized practice before-  
 hand, the Esterbrook men took to the  
 softball diamond and soundly walloped  
 the Camden Police, 13-7 in their open-  
 ing game!

Joe Falls (left) and Jack Jenkins were  
 the guests-of-honor at a double cele-  
 bration in the Slitting Department. An  
 official welcome for both these men into  
 the department, the party was held on  
 Jack's birthday. One of the cakes was  
 decorated "Welcome Joe & Jack to  
 Slitting Depar... received  
 many birth...

**MOUND MATERIAL SHORTAGE IS HANDICAP**  
 The Esterbrook team has been handicapped  
 a shortage of pitchers. Manager Harold Bro...  
 been on the mound without relief for the first game  
 at Campbell Soup 9-8, getting and losing the lead three times before the  
 final and winning run came in...

**No. 63 CROWQUILL,**  
 long-shoulder, fine  
 Each .05 cts.

Veteran hurler Matt Valante, unable to attend any of the first game  
 scheduled for mound duties in the season finals.  
 After their opener against the Camden police, the Esterbrook team posed  
 at Campbell Soup 9-8, getting and losing the lead three times before the  
 final and winning run came in...

**750,000 points pass inspection daily"**  
**No. 64 CROWQUILL, long-shoulder, super-fine. Each .05 cts.**

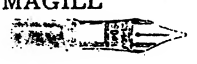
# THE Esterbrook Penscript



## OLD FAITHFUL

Mabel Smith's daughter, Mildred, who recently gradu-  
 ated from a Philadelphia business school, reported this in-  
 cident:  
 She approached an instructor one morning to have a  
 paper signed. The desk pen he reached for failed to write.  
 "I'll use a good pen!" he said and pulled out AN ESTER-  
 BROOK!

WINNIE MAGILL



6.



LOCATION ADDRESS 311-15 Franklin Place

BUILDER \_\_\_\_\_

PRESENT OWNER Ladies Home of Plainfield

AGE c. 1890

LOT SIZE 114' X 130' -- irregular

Block 208 Lot 12

APPROX. HOUSE SIZE 52' X 40

OUT BUILDINGS Carriage shed converted to a two car garage

ROOF STYLE Intersecting gables slate

CONDITIONS Very good

TYPE OF SASH 1/1, 6/2

BAYS 4 STORIES 3

CHIMNEYS 1 -- flared

MATERIAL Brick, shingle and half-timber

PORCHES First floor encircling porch partially enclosed

FOUNDATION MATERIAL Brick

CONDITION Excellent

ARCHITECTURAL STYLE Edwardian and Half-timber

HISTORIC ASSOCIATIONS In 1894, the home of Mary A. Wood and Francis Wood, "Steel pens, N. Y."  
*Esterbrook*

NOTES ON ITEMS OF SPECIAL INTEREST Remaining porte cochere -- squared and part turned columns -- main gable projects three feet with half-timber ornamentation. The porch railing is geometrically cut with balusters alternating in groups of three plain and three turned.

INTERIOR PLAN: -



*Mrs. & Mrs. R. Esterbrook  
313 Franklin Place  
1890*

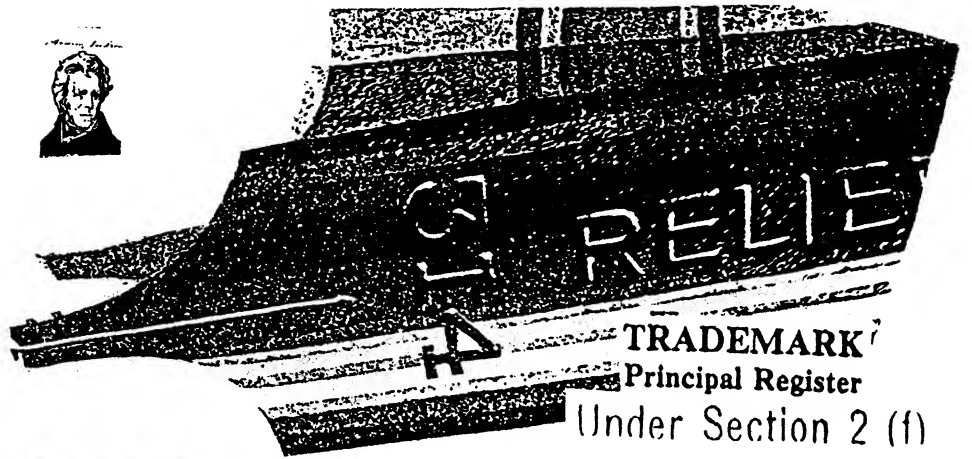


*Photo - Courier News - N. Y. - April 1947*

*R. ESTERBROOK*

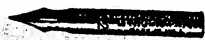


RICHARD ESTERBROOK, JR.  
(1836 - 1892)  
Born in Cornwall England  
Buried in Bridgehampton, NY



**ESTERBROOK'S**  
STEEL PENS.

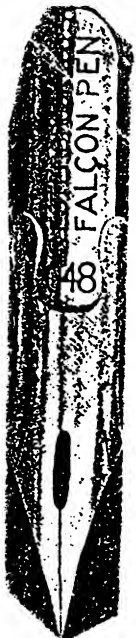
Leading Nos. 048, 14, 180, 889, 444, 250. For sale by all stationers. THE ESTERBROOK STEEL PEN CO., 28 John St., N. Y. Works: Camden, N. J.



No. 62 CROWQUILL, super-flexible

**CROWQUILL PENS**

For use in ornamental writing, engrossing, or wherever a fine line pen is required by the commercial artist in lettering or drawing for reproduction.



"Richard, Jr." (literally the 'third'), lived on Esterbrook Ave., Rahway, N.J. in the 1860's and 1870's. Businessmen commuted in to Manhattan by horse to train, from train to ferry, from thence to NYC, to John St. and offices. A widower he subsequently moved to Bridgehampton, Long Island, NY, a "remote area" recently opened by the railroads. 1870's.



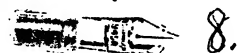
"JR'S" SON (RICHARD) WITH CHILDREN....c.1895.

No. 3R6286 "School" (444), bronzo finish, medium fine; largely used in the public schools.  
Per 1/2 gross.....12c

**SEARS, ROEBUCK & CO.,**  
CATALOGUE 1902

No. 3R6284 "Judge's Quill" (No. 312), gray finish, fine point stub; a large engrossing pen, very popular.  
Per 1/2 gross.....17c

def



8.



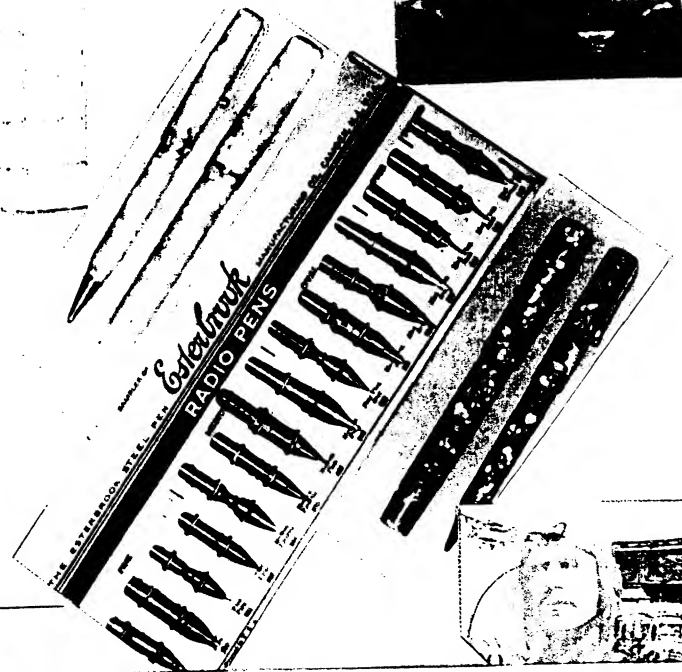
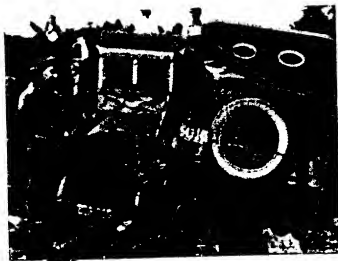
RICHARD  
ESTERBROOK  
1893-1960



HIS HOME  
BRONXVILLE, NY  
1926



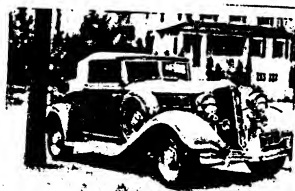
give  
something to  
believe in.



RE...

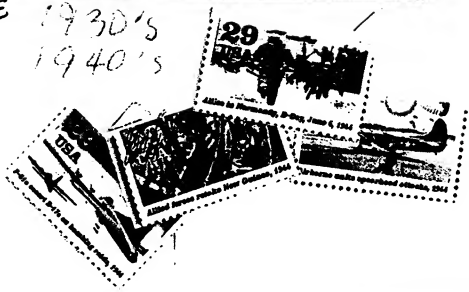


HIS DAUGHTER, JEAN. 1926



SAME 1930's  
1940's

same



Nobody  
on Earth

writes just like  
you.



## Sales, Advertising Depts. Announce Recent Appointments

An Assistant Advertising Manager, a Sales Analyst, and two Junior Salesmen recently accepted positions with Esterbrook.

Ted Scott, our Sales Analyst, was formerly with the advertising department of the Speakman Company, Wilmington plumbing manufacturers. Before his work with the Speakman firm, he was with the John Heins Company, of Philadelphia, a public accounting association.

Mr. Scott is a graduate of the University of Pennsylvania's Wharton School of Finance and Commerce, and spent three years with the U. S. Navy. Now living in Haddonfield, he is another Esterbrook golf enthusiast. Ted is the son of our Treasurer, Philip Scott.



As to the well-known makes, *Parkers* seem to be scarcest. Even the \$12.50 and \$15 *Parker 51's* seem to be snapped up as fast as the dealers' small quota arrives in stock; this type of pen has been a favorite with military personnel who can spare the money to pay for it. The high-priced *Sheaffer* pens, the *Triumph*, at \$12.50 are more easily found. The moderate-priced pens of any good makes are very difficult to find. The best likelihood of finding them is, we believe, in the *Sheaffer*, *Waterman*, and *Esterbrook* brands.

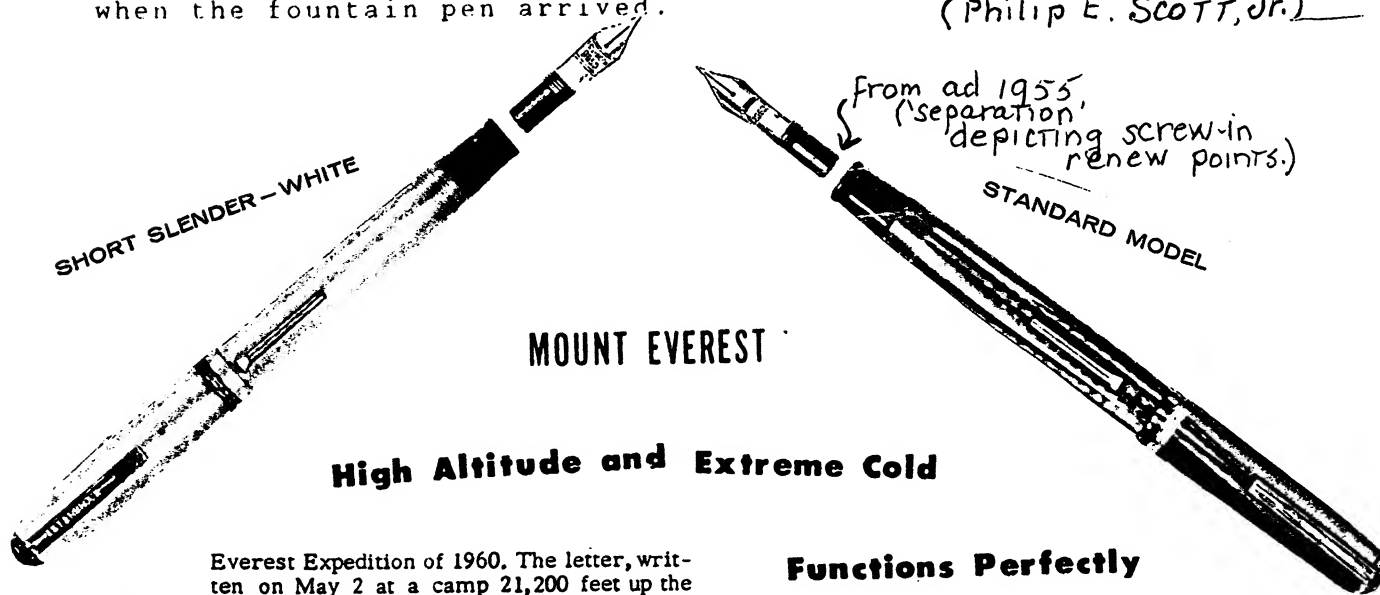
In 1937, the company was commissioned to manufacture a limited number of pens and penholders as commemoratives of the 150th anniversary of the signing of the Constitution of the United States in Philadelphia. I seem to remember that only about 150 were manufactured, and they were turned over to a special commission or committee charged with managing the celebration of that event.

The penholder was produced in the Esterbrook factory and the wood was elm, from a tree that grew in Independence Square, and was already twenty two years old when the Constitution was signed. The ferrule was of sterling silver and is marked as follows:

150th Anniversary  
of the Constitution  
1787 - 1937  
Made from Elm 172 years in  
Independence Square and used  
in signing the Constitution Register  
presented by S. Davis Wilson  
Mayor of Philadelphia

The nib is a standard Esterbrook carbon steel nib #968, which may have been plated or coated slightly. This was a fairly broad nib, and led to Renew points Nos. 2968, 3968 and finally 9968 when the fountain pen arrived.

(Philip E. SCOTT, Jr.)



**High Altitude and Extreme Cold**

Everest Expedition of 1960. The letter, written on May 2 at a camp 21,200 feet up the slopes of the world's tallest mountain, referred to pens made available to the expedition through our Export Department and our representative in India, C.B. Cama.

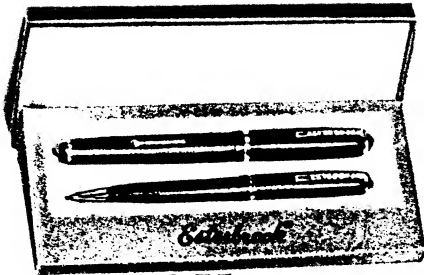
Writing about our pens -- and with one -- Mr. Bunshash said "We have been using your Esterbrook Ball Point Pens since the start of our Expedition at Jaynagar, and they have given us no trouble. Even on the mountain at an altitude of over 21,000 feet and with temperatures below minus 15°C your Esterbrook pens have worked smoothly." He went on to say that "they do not dry up at all and they do not require much pressure for writing and are ideal for use on expeditions."

**Functions Perfectly**

Although we do not claim that all Esterbrook writing instruments will perform in outer space, we like to know they do well when called upon -- whether under the ice at the North Pole or high in the Himalayas -- we have a good product going to the site. And it is not exactly by accident that they function well under trying conditions. It is not by accident either that Esterbrook makes quality writing instruments -- we plan and make them that way.

(from Penscript:)





1955

Camden is losing one of its landmarks to the automobile.

A complex of buildings at Delaware Avenue and Cooper Street, which were built to house the original Esterbrook Pen Co. is being torn down to make way for a parking lot. The razing was announced today by Andrew F. Inglis, division vice president and general manager of RCA Communications Systems Division.

Workmen are removing fixtures from the building, and demolition will begin next week. The parking lot is expected to be finished next spring.

**Needed Space**

The new lot will provide additional parking space for visitors and employees, according to Inglis. He said the space is needed because the area is one of the most congested in RCA's complex of buildings in Camden.

RCA says the buildings are outmoded and little used.

At one time, the buildings housed the Esterbrook Pen Co., whose pens were used by presidents to sign legislation. At

its height the company turned out 600,000 pens daily.

**Top Supplier**

In 1957 the Camden pen company was listed as the number one supplier of commercial desk pen sets. The pen bears the fifth oldest trade mark in the United States.

Richard Esterbrook, a stationer from Liskeard, England, came to Camden in 1858 with a group of artisans and built a factory at the city's abandoned waterworks at the foot of Cooper Street. Scrap metal and refuse from the manufacturing of pens was stored in a pit nearby.

The original stone and brick building was in use as late as 1958. A portion of the original waterpipe used at the Camden Waterworks was preserved by the company.

**1912 Addition**

In 1912 a five-story concrete building was added at the site of the old ferry dock. The building and the original factory will come down next week.

Esterbrook moved its operation to Cherry Hill in 1964 and sold the Camden complex to RCA two years later. RCA renamed the complex Building 18 and has considered the site as a parking lot ever since the purchase, according to an RCA spokesman.

The company was renamed



80th birthday Mrs. R. Esterbrook (New York) Seated with her are her 3 children: Richard Esterbrook, Mildred Esterbrook (Mrs. Harvey) Mudd, Caryll Esterbrook (Mrs. Robert) McConnell. Standing: Dorothy (Mrs. Richard) Esterbrook, (grandchildren) Bob McConnell, Caryll (Mudd) Sprague, Mildred McConnell (Mrs. John) Good, (her husband), Dick McConnell. Grandchildren seated on floor: Jean Esterbrook, Betty McConnell, Caryll McConnell. April '46

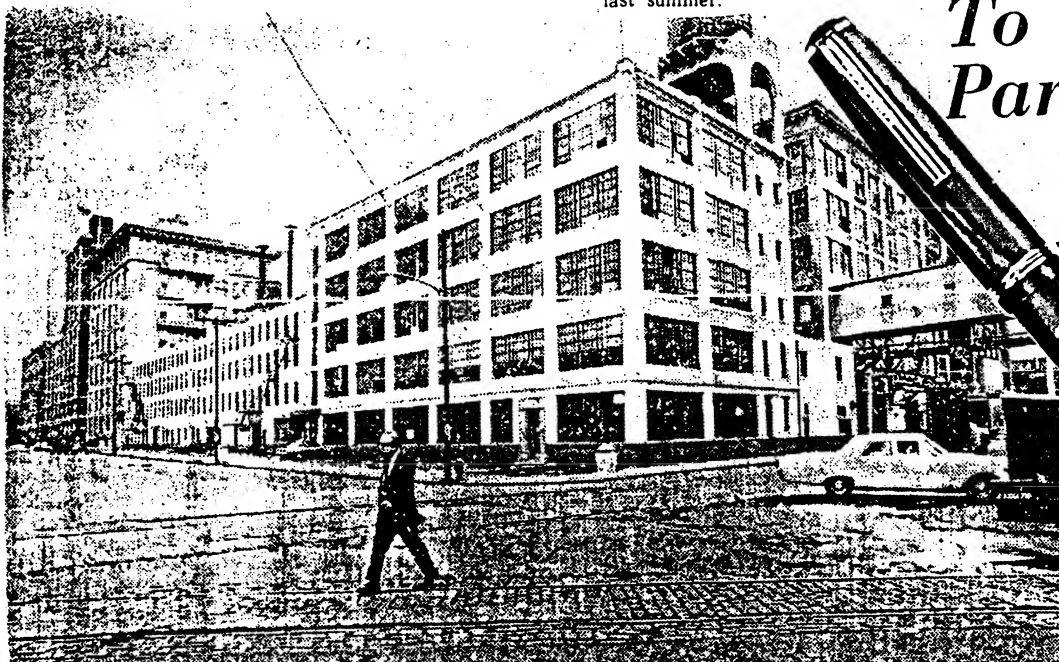
\* (see appendix)

Venus-Esterbrook Corp. its third merger in 1967.

The company was renamed Executive offices were located in New York City.

The corporation ended Esterbrook's 111-year association with South Jersey when it phased out its Cherry Hill plant last summer.

# Esterbrook Landmark To Yield to Parking Lot



—Courier-Post Photos by Gary L. Shivers 1977

FORMER HOME of Esterbrook Pen Co., Cooper St. and Delaware Avenue, Camden, awaits wreckers.



## The Esterbrook Legacy

Thus ended the corporal life of what I would consider to be a true example of "The American Dream". For, if one were to attempt to point out ideas and accomplishments that could stand as examples representative of American potential, he would have to include among them the Esterbrook Pen Company.

Richard Esterbrook pursued his career (and the company he founded "lived its life") during a period of American history when the concept of "the American Dream" was something more than just "owning your own home, driving a car, and having a job" (as we are programmed to believe). One was expected to "make his mark in the world", and leave behind a legacy that would speak well of his short time here. Along with the likes of Holland, Conklin, Wirt, Parker, Sheaffer, Waterman and many others, Richard Esterbrook and his pen company did just that.

Had they considered it, a statement of the Esterbrook "mission in life" might have been "To make available to the writing public a quality handwriting tool at a reasonable price".

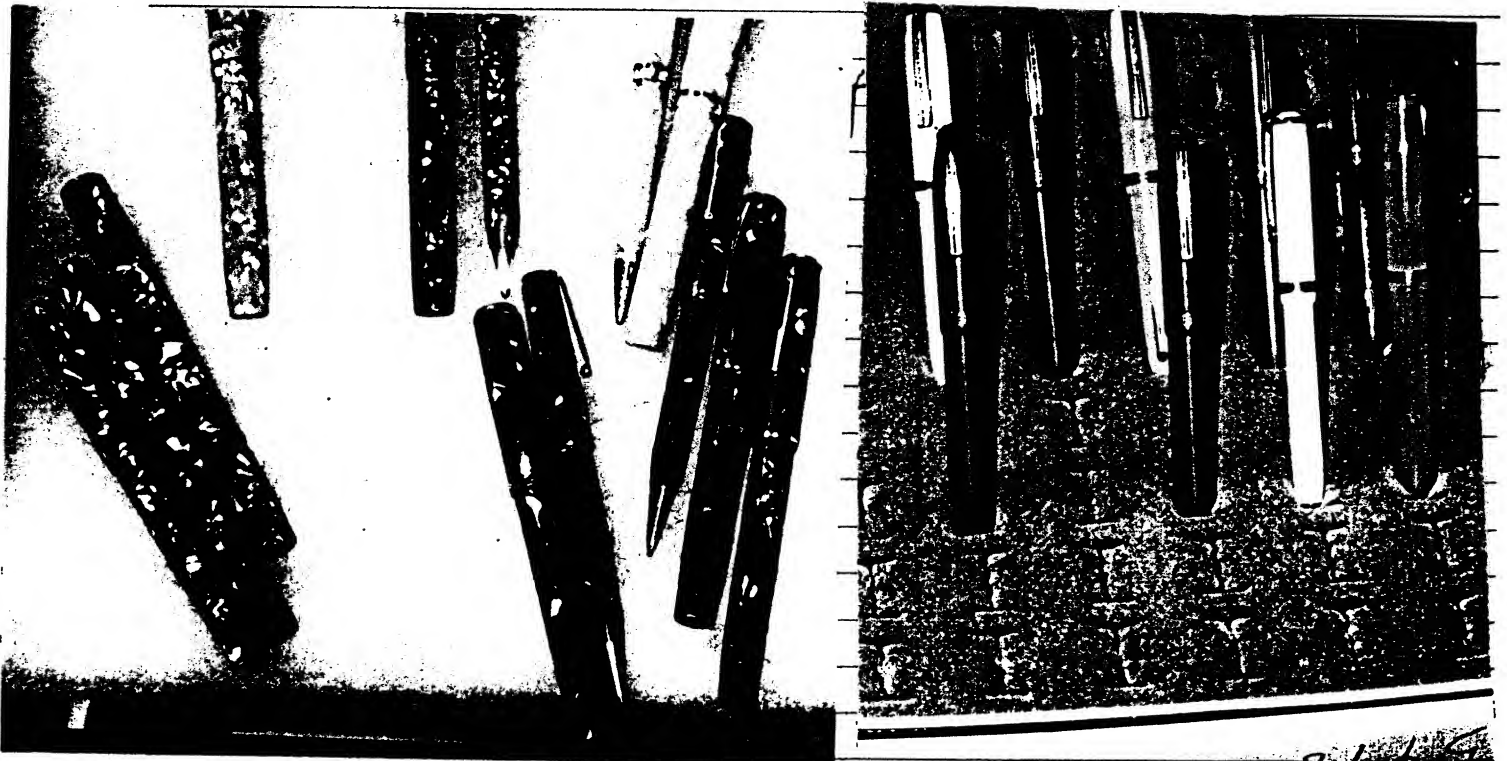
Without resorting to any of the gimmick advertising

Esterbrook simply went ahead and made that kind of a pen without all the fanfare, without all the expense, and probably without realizing it. It's a good bet that more Esterbrooks will be found to have survived a "lifetime" or for a hundred years or more, than those of any other manufacturer made during the same period.

### The Esterbrook Pen as a Collectible

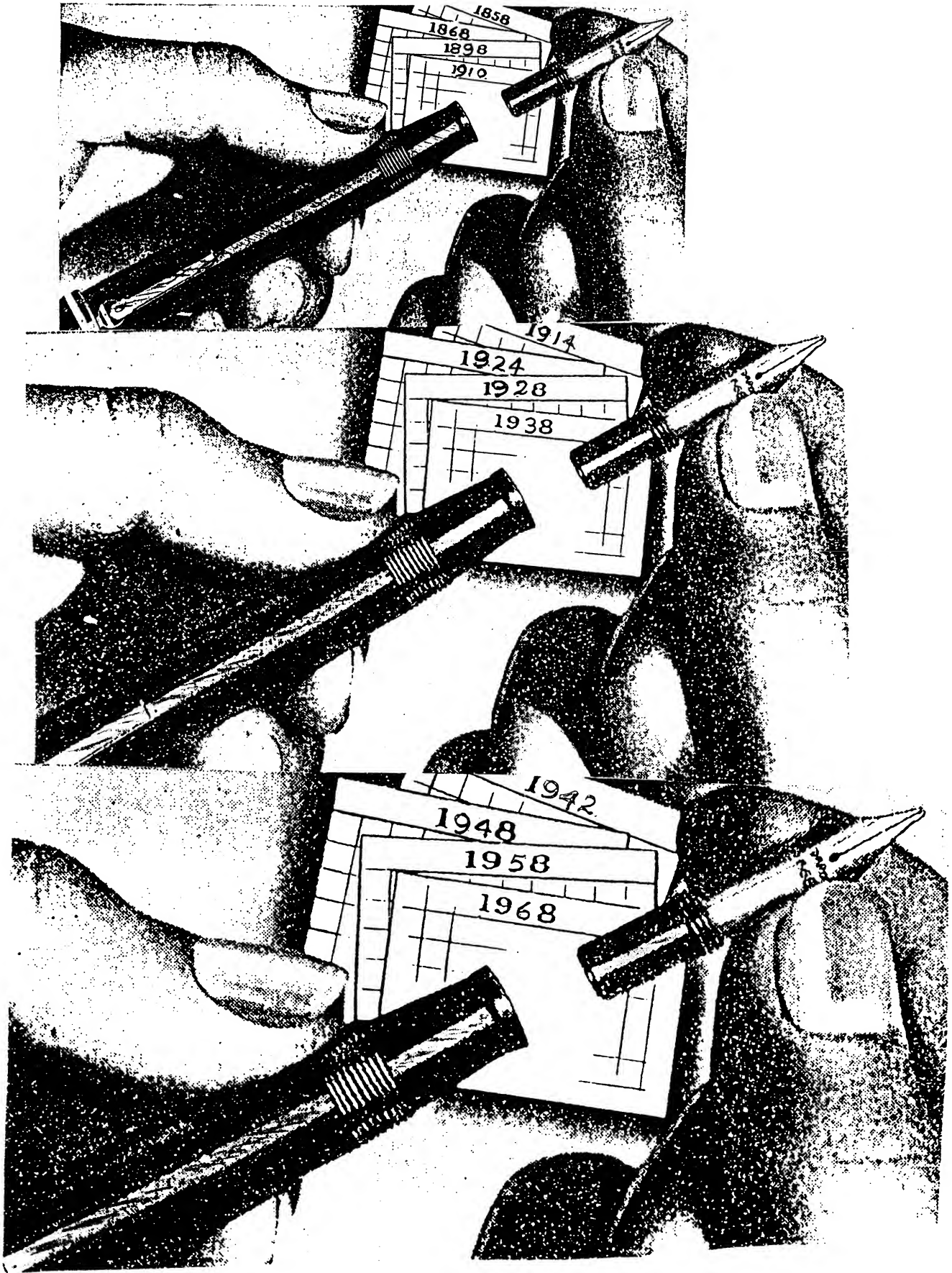
To someone who can appreciate an item that's practical and aesthetic at the same time, The Esterbrook pen will be of interest.

Rx. Paul Hoban



1930's

1960's



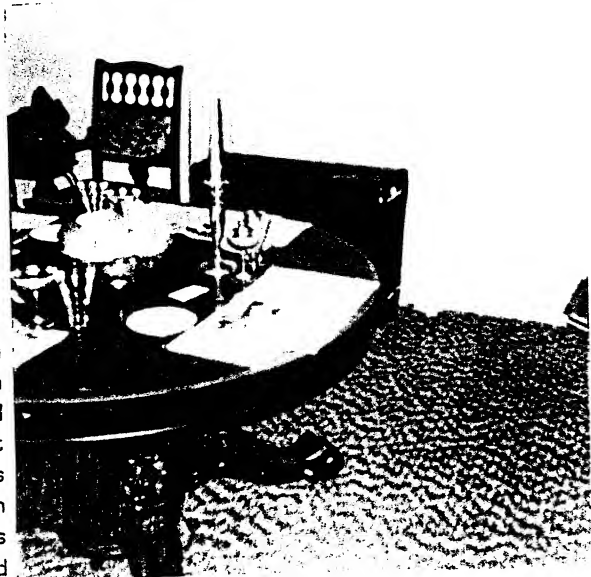




Esterbrook  
Birthday  
Party  
New York City  
1910

"It is not putting the case too strongly to say that pens have a real and appreciative effect on the efficiency and comfort of those who use them daily. The combined brain-strain of thought, vision, and manual motion is a very palpable thing. Several hours of writing can be tiring, and it is certainly clear that only a slight pen difficulty multiplies itself into a considerable waste of energy in the course of a day. Hence, good quality of pens is of the highest importance to a person who writes much... There is as much difference in the quality of pens as there is in the quality and ability of those who use them."

catalogue  
1926



Same  
Table  
1940

Brinton Miller  
Deb Crosby  
Jean Esterbrook



same Table 1993

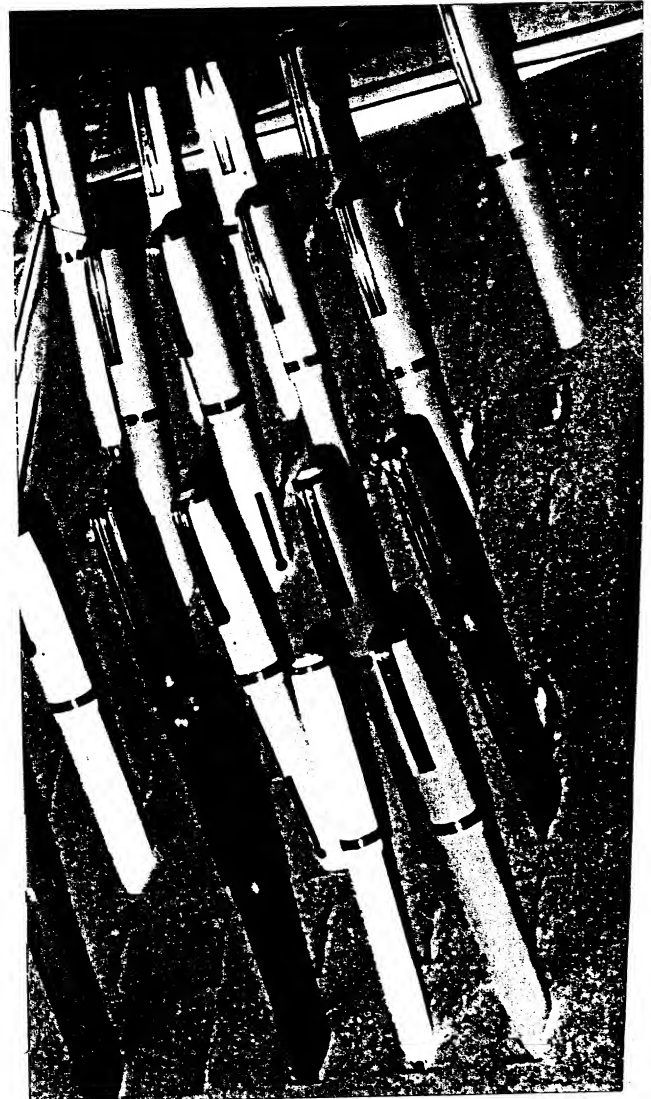
Sources - 1. Philip E. Scott, Jr. 6638 Walnutwood Circle, Baltimore, MD 2. Camden Historical Society, Camden, NJ 3. Ladies Home of Plainfield, 313 Franklin Place, Plainfield, NJ 4. Photographs - Richard Esterbrook, 154 Chatfield Road Bronxville, NY 5. Esterbrook Pen Co. Penscript - June 1958 6. Camden Daily Telegraph - 1895 7. Archives - Trenton, NJ 8. 1928 Centennial of Camden, NJ 9. The American Magazine - 1924 10. The Courier Post - 1914 11. The Courier Post - Camden, NJ - 1971 12. Consumer's Research Bulletin - 1943, 44 13. The New Dictionary of Thoughts - Standard Book Co., NY, NY 14. Paul Hoban - The Fountain Pens of Esterbrook - San Dimas, CA 1992 15. Plainfield Library Archives; Plainfield, NJ 16. Town Hall - Rahway, NJ 17. Patent and Trademark Office - Washington, DC 18. Bridgehampton Historical Society 19. The Span of a Century - C.S. Boyer - 1928 20. Generosity of Bob Tefft, Robert Miller, Deborah Crosby, Brinton Miller, papers, ads, pictures, ephemera

\*It may be of interest to note that Mildred Esterbrook (Mrs. Harvey)Mudd was national head, or President of the Girl Scouts of America in the 1930's, and was founder of a small college of engineering.

Harvey Mudd College, for the 5th consecutive year was named as "the best specialty engineering school in the nation; and in percentage of alumni who hold the Ph.D., highest in the country." (U.S. News and World Report)

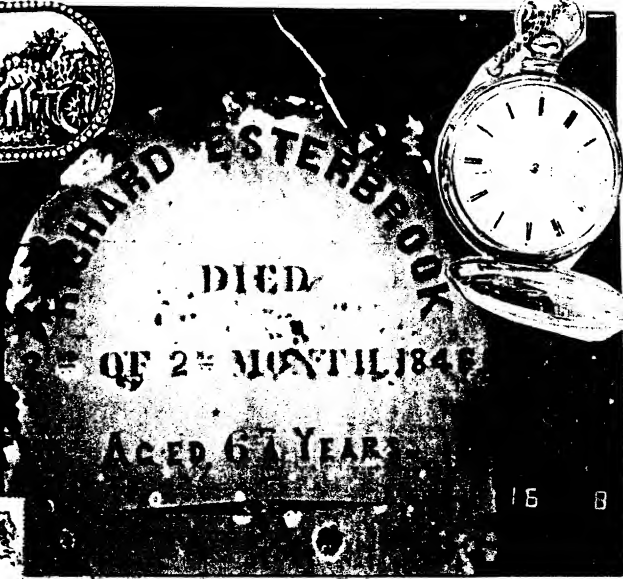


*The Esterbrook Steel Pen Mfg. Co.  
Proprietors.*





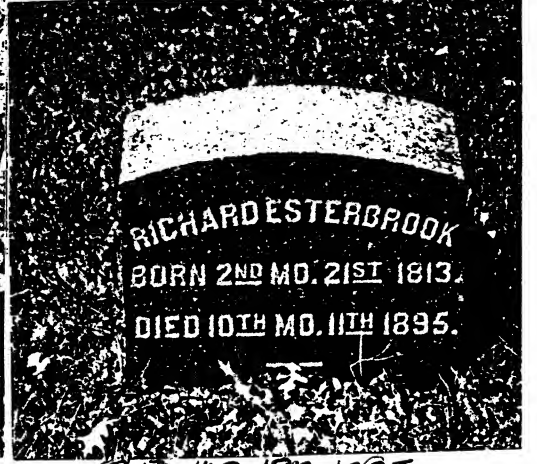
1836-  
1892  
RE #3



R.E.  
#2  
1813-  
1895



R.E. #1 Cornwall, England 1799-1846



Franklin Pl. #313 Owned by RE #2

R.E. #2 1813-1895



R.E. #4  
1864-1910



R.E. #5  
1893-1960



J.E. 313 FRANKLIN PL. April 1994  
PLAINFIELD, N.J.





The Star-Ledger

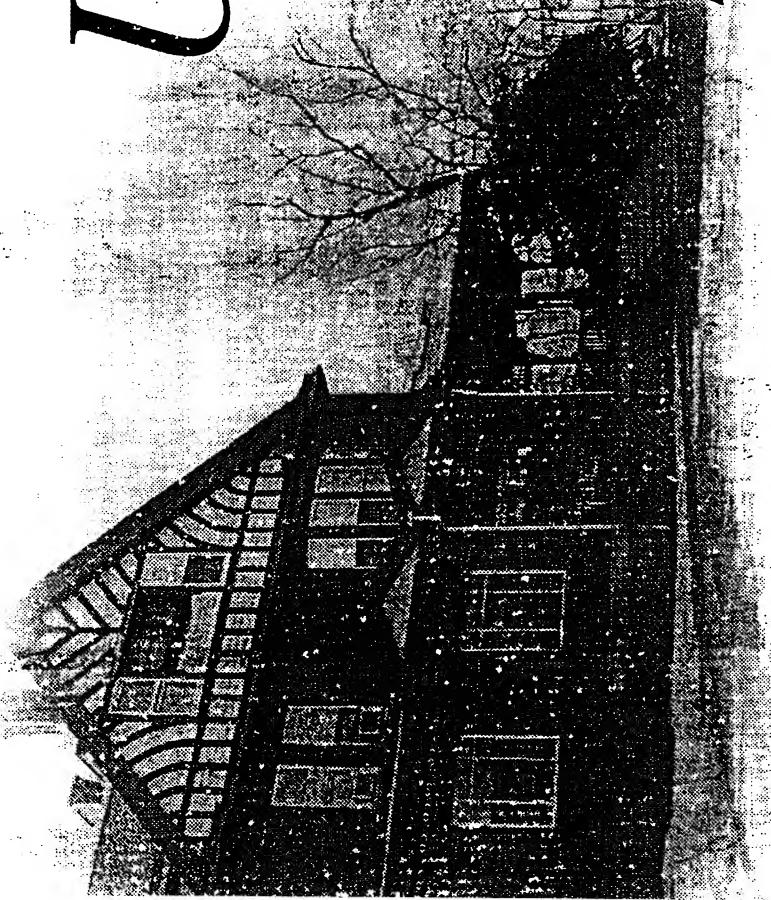
TODAY

27

TUESDAY, APRIL 5, 1994

N D A R K A C H I E V E M E N T

Union County  
dwells upon  
rich heritage



Union County, N.C. 28781

IT IS HARD TO BELIEVE A VISITOR'S OFFHAND SUGGESTION TO COME TO HER CHURCH BASEMENT FOR SOME CHRISTMAS FESTIVITIES IN A TOWN VERY FAR FROM MINE WOULD PROVE THE INITIAL THOUGHT THAT OPENED SO MANY DOORS - NEW FIELDS, NEW FRIENDS, NEW WORLDS OF INTEREST. AND SO SHORT A TIME BETWEEN BEING FIRMLY ESTABLISHED IN MY WORLD TO BEING WHOLLY IMMERSSED IN ONE I NEVER HEARD OF BEFORE, AS FOR EXAMPLE, THE WORLD OF PEN COLLECTORS: - THIS SOCIETY OF HOBBYISTS WHO COME TOGETHER EVERY MONTH FROM DIFFERENT WALKS OF LIFE AND REGIONS OF THE COUNTRY. SUDDENLY I FIND MYSELF ONE OF THEM, AND GROWING, AND ALL BECAUSE OF SOMEONE'S OFFHAND INVITATION TO A CHRISTMAS BAZAAR.

EVEN HARDER TO BELIEVE IS THAT AN ANTIQUE PHOTO AT THE HEAD OF MY STAIRS COULD CONCEIVABLY LINK UP TO A PORCH RAILING ON FRANKLIN PLACE IN PLAINFIELD, NJ, ENABLING ME TO SET FOOT, LITERALLY, INTO THE WORLD OF MY HERITAGE, AND BY PLACING MY HAND ON THAT RAILING TOUCH 'FAMILY'. IT'S THRILLING, -- A FEELING VERY DIFFERENT FROM WALKING THE STREETS OF WILLIAMSBURG, VA, OR FIRING THE CANNON AT TICONDEROGA WHERE ONE ASSUMES THE POSITION "AS IF" ONE WERE THE SOLDIER OF THE TIME.

I CAN FIND NO BETTER ENTRY OF APPROACH OR TITLE TO THIS PICTURING OF AMERICA'S FIRST PEN MAKER ("SOCIETY OF FRIENDS") ("FROM FATHER TO SON") ("A LIVING LINK"). THE PICTURE OF THE QUAKER COUPLE HAS HUNG AT THE TOP OF THE STAIRS SO LONG I DID NOT KNOW FOR CERTAIN WHO THEY WERE, AND IT HAD BEEN POSSIBLY 60 YEARS SINCE I HAD USED A NIB OR EVEN SEEN AN INKWELL.

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Concerning my entry into this company of pen-people, it was sponsored entirely by their enthusiasm. Though I had neither knowledge nor particular interest which by definition would disqualify me in any relationship with them; still they continued to assume I knew about Esterbrook Pens.

And so, simply to do justice to basic intelligence, I examined THE FACE IN THAT ANTIQUE PICTURE AND FOUND THAT INDEED IT WAS THE SAME AS THE ONE ON THE BOXED NIBS PUT OUT IN MILLIONS BY THE PEN COMPANY! HOWEVER, IT WAS TO BE THE PORCH RAILING, NOT THE FACE IN THAT PHOTOGRAPH, THAT WOULD BE THE KEY THAT WOULD OPEN THE DOOR TO YESTERDAY.

ABOUT A MONTH AGO, TRAVELING THRU SOUTH JERSEY, I STOPPED AT A

SMALL LIBRARY TO INQUIRE ABOUT THE PEN COMPANY. SEVERAL HEAVY VOLUMES, EACH MANY INCHES THICK, WERE BROUGHT IN, AND I COULD "TAKE AS LONG AS I WANTED". THERE WERE POSSIBLY THOUSANDS OF PICTURES OF HOUSES AND INDUSTRIES. IN THUMBING THROUGH A SECTION OF 19TH CENTURY HOMES HOWEVER, I CAME UPON A PICTURE "WITH ARCHITECTURAL SPECIFICATIONS" AND OF "HISTORICAL SIGNIFICANCE", (WHICH I HAVE REPRODUCED HERE) AND KNEW INSTANTLY THAT I'D DISCOVERED GOLD. I XEROXED THEIR PAGE, BROUGHT IT HOME, TOOK THE OLD QUAKER COUPLE OFF THE WALL, THEN UNDER A MAGNIFYING LIGHT, AND WITH READING GLASSES AND A JEWELER'S LOUPE, THERE IN MY HANDS, -- PROOF POSITIVE! BY MEANS OF THE BALLISTERS I'D FOUND THEIR ADDRESS:

THE SECOND THRILL CAME WHEN IN APRIL OF THIS YEAR, WANTING PICTURES OF MY OWN, I DROVE TO NJ, FOUND PLAINFIELD, AND PULLED UP IN FRONT OF 313 FRANKLIN PLACE. SINCE IT SEEMED AWKWARD AND INTRUSIVE TO STAND OUT FRONT AND TAKE PICTURES, I WENT UP ONTO THE PORCH AND KNOCKED ON THE FRONT DOOR -- TO ASK PERMISSION AND TO EXPLAIN MYSELF. I DID NOT KNOW THAT JUST THAT WEEK THE LOCAL PAPER HAD FEATURED THAT VERY HOUSE AS AN AWARD-SETTING EXAMPLE OF AN OLD HOME CONTINUING THROUGH THIS CENTURY-FILLING TODAY'S NEEDS. (IT SERVES AS A RESIDENCE FOR ELDERLY "LADIES", WHO CAN NO LONGER MAINTAIN THEIR OWN HOMES. IT IS RUN BY A BOARD OF TRUSTEES.)

MY KNOCK ON THE DOOR WAS ANSWERED BY THE COOK, WHO VERY GENEROUSLY ASKED IF I'D LIKE TO COME IN. SILENT AND AWESTRUCK I FOLLOWED HER, TO STAND IN THE CENTRAL ENTRYWAY FROM WHERE I COULD SEE THE DINING ROOM - ITS HIGH CEILING - BAY WINDOWS - FLOWERS ON THE TABLE, LOVELY PLACE-SETTINGS... AND TO THE SIDE A LIVING ROOM SO COZY IT ALL BUT BECKONED TO ME. FROM THIS SAME STANCE AND LOOKING UP THE STAIRCASE, I STOOD AWASH IN THE FEELING I'D COME HOME -- "HOME FOR THE HOLIDAYS," AND WE WERE ALL TO HAVE DINNER AT GRANDPA'S. IT SENT A SHIVER UP MY SPINE. I NEVER HAD A GRANDFATHER, YET HERE I WAS IN MY GREAT GREAT GRANDFATHER'S HOME IN THE PROCESS OF REALIZING MYSELF TO BE A "LIVING LINK".

I WROTE A NOTE OF APPRECIATION TO THE COOK WHO HAD WELCOMED ME AND I SHARED WITH HER MY FANTASY OF HOW UNPRECEDENTED AN OPPORTUNITY TO LIVE THERE WHILE PREPARING A PAPER ON THE PEN COMPANY. APPARENTLY MY NOTE

WAS CIRCULATED, AND WITHIN DAYS I WAS CALLED WITH THE INVITATION TO BE THEIR GUEST FOR HOWEVER LONG.....

THIS SHOW-AND-TELL COMPENDIUM WAS DONE BY AND FOR MYSELF IN THE HOPE TO OBJECTIFY AN ATMOSPHERE, AS BRIEFLY AND BRIGHTLY AS POSSIBLE, - OF WHAT IT WAS LIKE TO BE IN THE HOME OF MY GREAT GREAT GRANDFATHER, HIS DAUGHTER AND HER FAMILY, HIS SON AND HIS FAMILY. AND LATER AND MOST ENRICHING OF ALL, TO CLIMB THE STAIRS IN THAT SAME HOUSE, PUT MY HAND ON THE RICH-GRAINED OAK BANNISTER ALONG THE STAIRCASE, AND THROUGH MY HAND FEEL LINKED UP WITH ALL THE PRESIDENTIAL ADMINISTRATIONS, WASHINGTON - LINCOLN - KENNEDY, ETC., A CONNECTION INCORPORATING ALL THE CONTRIBUTING IMMIGRANTS THAT BUILT AMERICA. FROM THE CIVIL WAR THRU THE VICTORIAN ERA, THE SPANISH AMERICAN WAR, THE SINKING OF THE LUSITANIA, AND WORLD WAR I, THE "ROARING 20's", THE DEPRESSION, AND WORLD WAR II, ETC., ETC.

SINCE THE PEN CO. WAS AT ALL TIMES OWNED AND RUN BY FAMILY, IT IS CONCEIVABLE THAT MY FATHER, THOUGH AN INFANT, COULD HAVE BEEN IN THAT DINING ROOM WHERE I MYSELF WAS EATING, AND THERE WOULD HAVE BEEN PRESENT ALL THOSE THAT I MENTIONED ABOVE. IMAGINE! NOW, A HUNDRED YEARS LATER, HERE I AM IN THE SAME HOUSE, SITTING BEFORE THE SAME HEARTH, SOON TO GO TO BED IN PERHAPS THE SAME ROOM, WALKING UP THE SAME STAIRS... MY HAND SLIDING ALONG THAT BEAUTIFUL WOOD EACH ESTERBROOK HAD TOUCHED SO LONG AGO.

ALL THIS ADVENTURE BEGUN BY AN OFFHAND REQUEST OF A FRIEND TO VISIT HER CHURCH BAZAAR. A MUSTARD SEED OF A THOUGHT, BUT WHAT CONSEQUENCES!



